

CLOSE COMPLEX DEALS & GROW REVENUE WITH SALESFORCE CPQ

Manual processes & spreadsheets are choking your revenue growth

For many customers, the business process that moves a deal from an opportunity to a revenue transaction is often a series of manual processes, spreadsheets, or duct-taped legacy systems. As a result, deals take longer to approve and close and are often subject to errors. These challenges can create inefficiencies, revenue leakage, and a poor customer buying experience.

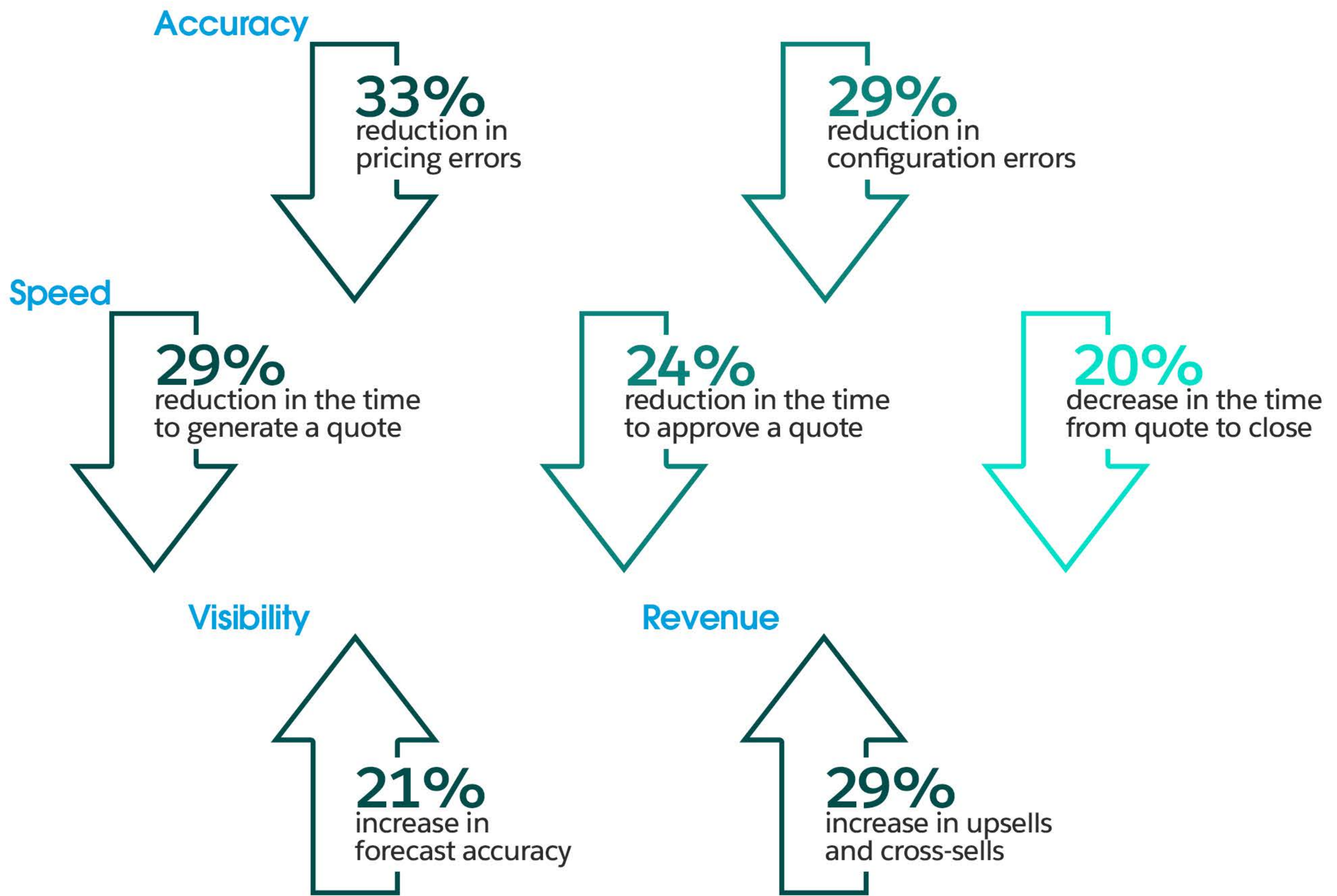
Salesforce CPQ transforms the last stretch of the sales cycle to give you greater efficiency, higher win rates, and increased revenue growth while providing an enhanced customer experience. Enable your sales team to deliver accurate quotes inclusive of products and services of all revenue types to your customers fast. By providing guardrails and automating approvals to the quoting process, CPQ helps sales create compliant quotes while minimizing discounting and maximizing cross-sell or upsell opportunities. Automatic workflows from quote to order to contract, ensure that sales orders are created accurately and efficiently for all business types including one-time, subscription, consumption and more.

Manage the entire customer lifecycle without leaving Salesforce

Built on the #1 CRM, Salesforce CPQ means users don't need to leave Salesforce to create quotes using spreadsheets, homegrown tools, or other documents. By keeping this data in Salesforce, the entire team has real-time visibility and insights into every part of the sales process. And because it's part of Salesforce, administrators can build and configure the system with clicks, not code.



BENEFITS OF SALESFORCE CPQ



WITH SALESFORCE CPQ THESE COMPANIES SAW:

CERIDIAN

31% Reduction in active product SKUs

Quest

90% reduction in number of price books

SAINT-GOBAIN

70% decrease in days to close

SALESFORCE CPQ ALLOWS YOU TO:

SELECT & CONFIGURE

Create accurate quotes, fast: Allow sales reps to create technically valid quotes using guardrails and tools such as Guided Selling

Create quotes for all products and service types: CPQ supports one-time, perpetual, subscription, evergreen, and usage-based revenue models on a single quote

Eliminate errors: By implementing structure during the quoting process, downstream sales order and contract errors are eliminated

Maximize cross-sell and upsell efforts: Provide insights into product recommendations, promoting larger opportunities

PRICE, QUOTE, & APPROVE

Reduce revenue leakage: Model different deal scenarios for complex quotes using predefined pricing & discount guidance

Reduce SKU Proliferation: Simplify product catalog and price book maintenance with a common data model, & price book

Accelerate the approvals process: Enhanced approval workflows enable deals to get approved faster, even with multiple departments involved

Meet the commercial needs of customers and partners: Deploy contract pricing for repeat customers, and allow partners to quote at their rates with ease

Generate pixel-perfect quote documents in one click: Create accurate, branded quotes in Word or PDF

ORDER & CONTRACT

Automate the post-sales process: Automatically create sales orders from approved quotes after the opportunity closes

Simplify fulfillment of complex orders: Create multiple sales orders from a single quote

Eliminate contract complexity: Automatically add specific terms to quotes using clause library with dynamic terms & conditions

Know what your customers own: Empower service agents with complete visibility into a customer's purchases in one place

Automate renewals: Reduce churn by proactively generating renewal quotes inclusive of mid-term change

Support your customers for life: Eliminate price discrepancies during contract changes with accurate proration calculations



KEY DIFFERENTIATORS



CPQ Built on the world's #1 CRM

Take advantage of the ease-of-use, security, automatic upgrades, and scalability that businesses of all sizes trust the world's #1 CRM to deliver.



Clicks not code

Configure your quoting, approval, and order processes without the need of expert developers. Salesforce CPQ is as easy to administer as the rest of Salesforce.



Leading Eco System of AppExchange & Partners

Extend your CPQ further with apps from the Salesforce AppExchange for redlining, e-signature, commissions, ERP integration, and more.

WANT TO LEARN MORE?



Watch a demo

<https://www.youtube.com/watch?v=1APVeCIR5Ik>

CONFIGURE

PRICE

QUOTE

salesforce

Check out our
"What is CPQ?" video

<https://www.youtube.com/watch?v=Xs5RDCAK6uA>

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